

Curtis T Watson

(b) (6)

Highest Grade: 12

Availability: Job Type: Permanent

Telework

Work Schedule: Full-Time

Work Experience: United States Military Entrance Processing Command J-6 Information Technology
12/2014 - Present

2834 Green Bay Road

Salary: \$84,868.00 USD Per Year

North Chicago, IL 60064 US

Hours per week: 55

Series: 2210

Pay Plan: GS

Grade: 12

Supervisor: (b) (6)

Okay to contact this Supervisor: Contact me first

Information Technology (IT) Specialist J-6 MEIT/ Contracting Officer's Representative (COR)

-Diligently perform my duties and responsibilities as an IT Specialist (COR) in the USMEPCOM, J-6/IT Plans & Resources Office, 80% + of which are acquisition related.

-Successfully completed certification requirements for Defense Acquisition Workforce Improvement Act (DAWIA) Information Technology Level III, Program Management Level II, Contracting Level II, and Comp TIA Security+ Certified.

-Routinely development acquisition strategies; supervise, lead, & direct Agile/PMP IT projects & Integrated Product Teams (IPT) of 5 to 15 personnel GS-13 & below, draft performance work statements (PWS), develop Independent Government Cost Estimates (IGCE), create Standard Operating Procedure (SOP), accept invoices in WAWF, & draft quality assurance surveillance plans (QASP). Extensive knowledge of United States Code (U.S.C.), the FAR, DFARS, DoD, DoDI, DA policies, guidance and procedures.

-Comprehensively develop IT acquisition strategies analyzing feasibility, compatibility, customer requirements, desired end state, and trends in future technologies, which helps to assure that the

subject of the acquisition is a comprehensive solution for DoD, DA, and USMEPCOM's IT enterprise architecture.

- Ensure Cyber-security practices are enforced and security certifications obtained for IT systems on IT service contracts.

- Proficiently develop and review acquisition plans with milestones, expenditure rates, cost effectiveness, management indicators, management reviews, which provide early detection of emerging problems with IT PMP/Agile projects and contracts. Capably conduct market research, legal research, interpret law, and expertly apply relevant research and laws in order to resolve acquisition related issues. Meticulously prepare acquisition packages, which skillfully articulate USMEPCOM's requirements ensuring receipt of desired services and components.

- Responsible for and administered cost, schedule & performance of contracts/projects/programs

- Excel in assessing and analyzing highly complex issues whether they are related to IT law, projects, schedule, performance, programs, or operational challenges; after which I make recommendations for reprogramming, schedule adjustments, or courses of action, which migrate the majority of risk associated with the issue(s). Ably review budget estimates, prepares budgetary data, analyze budgetary information, financial data files, historical program data, and other financial information. Adeptly provide technical expertise, logically sound advice, actionable guidance, cite relevant legal decisions related to USMEPCOM IT contracts, recommendations, and commitments, which illuminate the most favorable courses of action, mitigate risks, and resolve critical issues. Streamlined requirements gathering process by identifying the root cause of bottlenecks as well as becoming a SME in the subject matter of the IT acquisition (i.e. networking, databases, cloud, hardware, software, services, etc....). Identify vital aspects of IT acquisitions, formulate resolutions to issues/problems and provide suitable alternative courses of action. Author authoritative plans and recommendations concerning IT acquisition and financial matters, which provided leadership with sound-actionable input.

- Lead assessments of contract performance, IT agile project schedules, and task progress of individual team members after which I provide input to management, and provide recommendations regarding remedial action required to improve contract management and performance. Competently act as the lead Contracting Officer Representative (COR) as well as main Point of Contact (POC) for internal and external customers, managers, commanders, and vendors/contractors J-6/IT acquisitions related issues. Expertly persuade and motivate others in order to achieve agreement between negotiation participants with differing objectives or views. Influenced J-6 MEIT personnel GS-13 and below, in a non-supervisory leadership capacity, in areas of IT program management, PMP management of service contracts, equipment procurements, and Performance-Based Service Contracts (PBSC) in order to meet IT objectives.

- Effectively communicate in writing, orally, formal meetings, briefings, conferences, and by other media with high-ranking civilian, military managers within DoD, DA, USMEPCOM, major commands/organizations, internal customers, and external customers striving to ensure each customer's issue is addressed as quickly as possible given time and funding constraints. Advise the

J-6 Office Chief, Plans and Resource Office, Budget Officer, Branch Chiefs, Division Chiefs, the Deputy CIO and the CIO regarding USMEPCOM IT acquisition contracts, projects, projected future plans, and issue resolutions.

-Successfully led change, directed personnel GS-13 and below, delivered tangible & intangible results, applied best business practices, established short-mid-long goals, and built teams & coalitions to achieve desired results.

United States Army Reserve Element/DLA HQS Joint Contingency Acquisition Support Office (JCASO)

12/2015 - 08/2017

8725 John J. Kingman, Suite 3239

Salary: \$18,000.00 USD Per Year

Fort Belvoir, VA 22060 US

Hours per week: 20

Supervisor: (b) (6)

Okay to contact this Supervisor: Contact me first

CPT, Procurement Contracting Officer 51C

I serve as procurement officer. 90% + of my duties and responsibilities are acquisition related. I am responsible for Joint Operational Contract Support. My duties include acquisition planning to obtain supplies, services, and construction from commercial sources in support of joint operations along with the associated contract support integration, contracting support and contractor management functions. My contract support integration responsibilities include the coordination and synchronization of contracted support executed in a designated operational area in support of the joint force. More specifically, it involves collaboration in boards, centers, cells, working groups, conducting assessments, and making recommendations. Further, I am responsible for determining, developing, validating, consolidating, prioritizing requirements, and determining the most favorable contract type, cost type contracts or fixed type contracts. As for my contract support responsibilities, they involve the execution of contracting authority and coordination of contracting actions in support of joint force operations. Particularly, coordinating common contracting actions, translating requirements into contract documents, developing contracts, awarding contracts, administering contracts, and closing out contracts. Responsible for and administered cost, schedule & performance of contracts/projects/programs.

-Successfully led change, led personnel, delivered tangible & intangible results, applied best business practices, established short-mid-long goals, and built teams & coalitions to achieve desired results.

United States Military Entrance Processing Command J-6 Information Technology

10/2013 - 09/2014

2834 Green Bay Road

Salary: \$86,450.00 USD Per Year

North Chicago, IL 60064 US

Hours per week: 40

Supervisor: (b) (6)

Okay to contact this Supervisor: Yes

Equivalent to GS-13 Level IT Project Manager / COR/Assistant Program Manager(APM)

- Successfully served as an IT Project Manager (COR) & an Assistant Program Manager(APM).
- 80% + of my duties and responsibilities were acquisition/project/program related.
- Responsible for determining appropriate products or services with program managers to define project scope, requirements, & deliverables; developed, modified, or provided input to project plans.
- Implemented project/acquisition plans to meet objectives; coordinated & integrated project activities; managed, led, or administered project resources.
- Assistant Program Manager(APM) for the IT directorate and was a SME related to preparing PWS, QASP, which were in accordance with the FAR, DFARS, DoD, Ft Knox MICC guidance and procedures.
- Possess education and/or experience with cost-reimbursement contracts and fixed-price contracts (i.e. FFP, CPFF, IDIQ,).
- Responsible for Pre-Award, Post Award, Administration, Termination phases of contracts.
- Prepared procurement packages, which included but were not limited to PWS, IGCE, J&A & other supporting documentation for the procurement process.
- Responsible for the development, transmission and communication of Requests for Information (RFI) to external vendors/contractors. I developed procurement objectives & participated in source selection activities for the procurement of non-personal service, software, hardware & supply FFP contracts.
- Assisted in the development of the directorate budget.
- Identified the appropriate color of money for procurements (i.e. Research, Development, Test & Evaluation (RDT&E), Operation & Maintenance, Army(OMA), & Other Procurement, Army(OPA)).
- Provided recommendation to program officials regarding procurement objectives, research, guidance & limitations set forth in government contract law, FAR, DFARS, policies & guidance.
- Responsible for and administered cost, schedule & performance of contracts/projects/programs.
- Conducted market research for non-personal service, hardware, software & material contract IGCEs, which usually included a review & collection of data from the following: ARMY CHESS, the 8(a)STARS II GWAC Pricing Tool, Salary.com, PayScale.com, the GSA Per Diem tool , historical vendor pricing from past USMEPCOM contracts & quotes from contractors.
- Interpreted laws, regulations, directives & policies provide sound advice to senior leadership.
- Developed subordinates by giving them latitude on how tasks were accomplished.
- Utilized my ability to persuade & influence others to achieve desired results.
- Excelled in actively listening to clients and providing responses, which took into account the

audience, nature of information & non-verbal cues in order to deliver a respond that completely addressed their questions or concerns. -Routinely accept invoices in WAWF and use CORT tool.

- Developed future leaders within USMEPCOM J-6 by establishing positive & reasonable expectations & by delegating leadership responsibilities to future leaders.
- Provided clear guidance to my team & stakeholders in order to ensure efficient utilization of resources & achieve desired results by supervising, managing, monitoring, & controlling the execution of the strategic plan.
- Primary COR for a VMware non-personal service and material FFP contract, a Oracle non-personal service & material FFP contract & the Computer Associate(CA) non-personal service & material FFP contract.
- Regularly worked with HQDA G1 at the Pentagon & Ft Knox MICC to obtain Service Contract Approvals for efforts critical to the establishment of USMIRS upgrades.
- Created COR profile, COR nominations, view contract lists, monitor contract status, check contract approvals, locate guidance, forms, found documents & view COR records.
- Developed project charters, system requirements specifications & quantitative documentation.
- Served as the lead Project Manager for a data consolidation project, which conformed to the principles of Information Technology Infrastructure Library(ITIL), Capability Maturity Model Integration(CMMI), & Six-Sigma methodology.
- Provided guidance and supervision to the asset management team, developed policy, procedures, and improved processes for Plans & Resources Office.
- Ensured that all Quality Assurance & Process Improvement solutions conform to ITIL, CMMI, Six-Sigma, Agile, & PMP methodologies.
- Presented project status reports weekly to senior management.
- Implemented CMMI processes, PMI, qualitative & quantitative controls utilizing the PMBOK framework to ensure efficient operations within HQ USMEPCOM J6.
- Performed cost benefit analysis using sound judgment to evaluate alternatives & make solid recommendations to senior management.
- Successfully led change, led personnel, delivered tangible & intangible results, applied best business practices, established short-mid-long goals, and built teams & coalitions to achieve desired results.
- Leveraged relationships with vendors in order to achieve desired end-state for USMEPCOM IT directorate.

United States Army Reserve / National Guard

04/2007 - 09/2013

2834 Green Bay Road

Salary: \$107,000.00 USD Per Year

North Chicago, IL 60064 US

Hours per week: 55

Systems Automation Acquisition Officer, Commander, Executive Officer/Assistant Program Manager (APM)

- As an army officer, I exercised delegated authority to oversee the overall planning, direction, and timely execution of a projects/programs, of which I managed through separate subordinate organizational units.
- Performed staff functions, including development, assignment, and higher level clearance of goals and objectives for supervisors or managers of subordinate organizational units or lower organizational levels.
- Approved multiyear and longer range work plans developed by the supervisors or managers of subordinate organizational units and managed the overall work to improve achievement of the goals and objectives.
- Oversaw the revision of long range plans, goals and objectives for the work directed.
- Managed the development of policy changes in response to changes in levels of appropriations or other legislated changes.
- Managed organizational changes throughout the organization directed, or major change to the structure and content of the program or program segments directed.
- Exercised discretionary authority to approve the allocation and distribution of funds in the organization's budget.
- Responsible for mission planning, setting priorities, collective training, property accountability, soldier pay, morale, unit readiness, physical fitness, discipline, senior tactician, mentoring, execution of missions, making final decisions, recognition of soldier accomplishments and leadership development.
- As a company commander, platoon leader, acting First Sergeant, and team leader; I have been in charge of and responsible for, leading, directing, counseling, evaluating, mentoring, and provided guidance for anywhere from 8 to over 200 personnel.
- Assigned as Assistant Program Manager (APM) for the state Public Affairs Office's (PAO) IT Life-Cycle Program.
- Responsible for preparing and presenting the PAO budget at the state level.
- Developed subordinates Captain O-3 and below, by giving them latitude on how to achieve the desired end-state.
- Excelled in actively listening to higher command and soldier's concerns and issues, after which I would provide responses, which took into account the audience, nature of information and non-verbal cues in order to deliver a response that completely addressed their questions or concerns.
- Conducted interviews with General Officers, which were televised nationally.
- Directed and oversaw the production of state videos, which increased soldier moral and provide transparency of the overall mission. I represented the state during national disasters/hurricanes on national television. I fostered teamwork and encouraged initiative, which helped to create a positive work environment. I developed future leaders within USMEPCOM J-6 by establishing positive and reasonable expectations and by delegating leadership responsibilities to future leaders. I provided

clear guidance to my team and stakeholders in order to ensure efficient utilization of resources, achieved desired results by supervising, managing, monitoring, and controlling the execution of OPODs. I set priorities for my team and subordinate leaders as executive officer during hurricane Gustav.

- Planned and conducted collective training at the company level.
- Accountable as the primary receipt holder and responsible for ensuring all equipment was maintained properly and accounted for at all times.
- Conducted inventory audits, which were timely and to standard.
- Conducted counseling sessions with soldiers to encourage positive behavior or accomplishments.
- Observed my soldiers and develop leaders by identifying natural talents, their interest and assessing their leadership potential. Moreover, I made sure they were aware of the opportunities available in the Army and then encourage them to achieve their full potential.
- Provided excellent customer service/soldier care to internal (soldiers and subordinates) and external clients over the phone, in writing and in person.
- Worked with various funding Research, Development, Test &Evaluation (RDT&E), Operation & Maintenance, Army (OMA), Military Personnel (MILPERS) and Other Procurement, Army (OPA).
- Responsible for the development, transmission and communication of Requests for Information (RFI) to external vendors/contractors.
- Responsible for and administered cost, schedule & performance of contracts/projects/programs.
- Successfully led change, led personnel, delivered tangible & intangible results, applied best business practices, established short-mid-long goals, and built teams & coalitions to achieve desired results.
- Successfully served as a first line and mid-level supervisor.

21st Century Insurance

02/2006 - 04/2007

1945 Lakepointe Dr.

Salary: \$65,000.00 USD Per Year

Lewisville, TX 75057 US

Hours per week: 40

Business Analyst / Six-Sigma Project Manager/Assistant Program Manager (APM)

As a project manager, I worked internal with clients and external vendors/contractors to identify inefficiencies within the company. 70% + of my duties and responsibilities were acquisition related. I was an Assistant Program Manager (APM) for the directorate Insurance Licensing Program. I was responsible for the development, transmission and communication of Requests for Information (RFI), Requests for Quotes (RFQ) and Requests for Proposals (RFP) to external vendors/contractors. I developed procurement objectives and led source selection for the procurement of non-personal service FFP contracts. I evaluated bids and offers from vendors/contractors and led negotiations for the procurement/acquisition of non-personal services, software and material FFP

contracts and IDIQ contracts. 21st Century Insurance provided no-cost test preparation for the Property and Casualty Insurance licensing exam, which had a low pass rate (57%). I applied the Six-Sigma methodology and determined the root cause of the low pass rate was untrained instructors. First, I defined the root cause by developing a schematic, team charter, benchmarking the current pass rate, mapping the "AS-IS" process map, interviewed students and instructors and perform a cause-n-effect diagram analysis. Second, I developed a data collection plan and collected pass rate data from three classes, performed statistical analysis of the data utilizing Minitab statistical software and conducted a source of variation study. With the data collected, I performed a Pareto analysis and Stratification, Regression analysis and a Root Cause analysis. At this point, I determined untrained instructors and 4-day timeframe for the class were the root causes of the low pass rate. Therefore, I gathered requirements and developed an acquisition strategy, acquisition plan and source selection plan in order to have external contractors give the test preparation for the Property and Casualty Insurance licensing exam. Then, I conducted market research and found five companies who could meet our requirements and utilized my source selection plan to narrow the choices to two contractors/vendors. I obtain authority from the Program Executive Office (PEO) to contract with both vendors for a pilot program. I contacted both contractors and provided them with the requirements and subsequently negotiated the terms, direct and indirect cost. I monitored the contractors/vendors performance during the pilot period by interviewing student, pass rate data and other qualitative measures. At the end of the pilot, I contracted with the best performing contractor for a follow on contract. The project resulted in an average pass rate of 78%, which yielded a \$1.03M cost saving in the first-year savings with projected cost saving of \$3.5 million dollars over three years. I conduct market research, negotiated agreements and made purchasing decisions for projects. I developed working relationships and acted as a liaison between managers and stakeholders in order to secure buy-in for projects and client surveys. I was responsible for planning, directing, implementing, and managing quality assurance surveillance plans. I established work priorities and deadlines for projects. I performed cost-benefit analysis, risk mitigation analysis and created custom analysis utilizing MS Excel, MS Access and Minitab Statistical Software. I delivered excellent customer service to internal and external clients over the phone, in writing and in person. I orally communicated with internal and external clients conveying complex concepts in an easy to understand fashion over the phone, in person through clear and convincing presentations. I excelled in actively listening to clients and then providing responses, which took into account the audience, nature of information and non-verbal cues in order to deliver a respond that completely addressed their questions or concerns. I delivered excellent customer service to internal and external clients over the phone, in writing and in person. In conclusion, I recommended solutions to complex technical problems that delivered sound results. I was responsible for and administered cost, schedule & performance of contracts/projects/programs.

-successfully led change, led personnel, delivered tangible & intangible results, applied best business practices, established short-mid-long goals, and built teams & coalitions to achieve desired results.

ITG, Inc.

05/2000 - 12/2001

47 th street

Salary: \$215,000.00 USD Per Year

New York, NY 10017 US

Hours per week: 50

IT Program Trader

As an Information Technology (IT) Program Trader 90% + of my duties were acquisition and computer programming related. I designed, developed, test, and implemented computer program trading models. I ran scripts in oracle databases, developed applications, administered databases, and developed qualitative and quantitative computer models. I developed acquisition strategies to buy and sell over \$500,000,000 in one day. I lead and directed trading teams. I was an assist vice president on the IT program trading desk. I routinely troubleshoot IT trading models and directed programmers regarding the development of trade execution models. I routinely taken actions and make decisions that have a positive direct impact on schedule, performance, and supportability of contracts supporting IT operations. I routinely provide and develop management approaches that positively affect the efficiency of acquisition management processes and the procurement of IT systems for the enterprise. My duties included computer programming, database administrator (DBA), engineering trading model, testing and evaluating trading models/programs/applications, and quantitative modeling. I delivered excellent customer service to internal and external clients over the phone, in writing and in person. I orally communicated with internal and external clients conveying complex concepts in an easy to understand fashion over the phone, in person through clear and convincing presentations. I excelled in actively listening to clients and then providing responses, which took into account the audience, nature of information and non-verbal cues in order to deliver a respond that completely addressed their questions or concerns. I delivered excellent customer service to internal and external clients over the phone, in writing and in person. In conclusion, I recommended solutions to complex technical problems that delivered sound results. I conducted portfolio analysis for clients, performed risk assessment, developed acquisition strategies and plans, conducted source selection, I was the lead negotiator for equity procurements from multiple broker-dealers, and was the source selection authority for equity procurement activities. I developed procurement objectives and evaluated bids and offers. I developed pro-active outbound campaign calls to firm clients, assisted customers and business partners who called into the department. I reviewed and analyzed equity portfolios and made appropriate and sound recommendations. I performed outbound customer service and business development calls to client base. My knowledge of the securities industry, portfolio management theory, economic and business cycles, and other products enabled me to develop sound acquisition strategies and acquisition plans. My ability to communicate complex equity investment concepts in a clear and concise manner to retail clients and business partners, enabled my clients to secure significant portfolio benefits. My solid understanding

of issues affecting the markets afforded me the tools to quantify market risks and kept my clients within their risk tolerance levels. I conducted market research, interpreted, and made logical decisions and provide actionable advice to clients and senior management. I delivered excellent customer service to internal and external clients over the phone, in writing and in person.

-successfully led change, led personnel, delivered tangible & intangible results, applied best business practices, established short-mid-long goals, and built teams & coalitions to achieve desired results.

-Successfully served as a first-line supervisor.

United States Army Active Duty

02/1987 - 02/1989

1st/11 ACR

Salary: \$12,000.00 USD Bi-weekly

Fulda, AE 09169 US

Hours per week: 40

Purchasing Agent 1105

As a Purchasing Agent, 80% + of my duties and responsibilities were acquisition related. I was responsible for the development, transmission and communication of Requests for Information (RFI), Requests for Quotes (RFQ) and Requests for Proposals (RFP) to external vendors/contractors.

Acted as Source Selection Authority (SSA) for Lowest Price Technically Available (LPTA) on Fixed Price/BPA contracts.

I routinely purchased supplies using purchase orders or calls against blanket purchase agreements (BPA) and IDIQ contracts from local

contractors and international corporations. I procured supplies, items and services through small purchases, delivery orders, and purchase orders.

I developed procurement objectives. I evaluated bids and offers from vendors/contractors and led negotiations for the procurement supplies,

equipment and materials. I determined the appropriate procedures to use to obtain goods and services that will meet basic requirements and

conform to purchasing regulations. I placed delivery orders against established contracts or through open market procedures to purchase a

variety of commercial supplies. I consolidated orders to meet the minimum order quantities, contacted customers to obtain missing information,

advised on status of work, and obtained approval for substitutes or changes in delivery dates, quantities or prices. I excelled in actively listening to

clients and then providing responses, which took into account the audience, nature of information and non-verbal cues in order to deliver a

responses that completely addressed their questions or concerns. I delivered excellent customer

service to internal and external clients over the phone, in writing and in person. The color of money of the procurements I worked on were Operation & Maintenance, Army(OMA), and Other Procurement, Army(OPA). I was responsible for and administered cost, schedule & performance of contracts/projects/programs.

Education: Boston College Law School

Newton, MA US

Doctorate - (b) (6)

86 Semester hours

Major: Law

Boston College Graduate School of Business

Newton, MA US

Master's Degree - (b) (6)

Major: MBA in Finance and Computer Science

Texas A&M University

Bryan, TX US

Bachelor's Degree - (b) (6)

130 Semester hours

Major: Economics

GPA: (b) (6)

Job Related Training: Completed certification requirements for the following Defense Acquisition Workforce Improvement Act (DAWIA) certifications:

Contracting Level II;

Program Management Level II;

Information Technology Level III;

Contracting Officer's Representative (COR) experience and certification.

Six-Sigma Certification;

CompTIA Security + Certification;

Training: CompTIA Cloud + CV0-001: Virtualization; CompTIA Cloud + CVO-001 Data Center

Infrastructure; CompTIA Cloud + CVO-001 Cloud ManagementAdvanced Architecting on Amazon

Web Services: Cloud Migration and Architecture; Microsoft Azure – Architecting Solutions: Designing a Management Strategy; Certified Information Systems Security Professional (CISSP): Security Principles, Governance, and Guidelines.

(b) (6)

Microsoft Word, Enterprise Microsoft Project 2010, Microsoft Excel, Microsoft Access, Microsoft PowerPoint, Visio, Visual Basic, HTML, LAN local area networks, and project management software.

Additional Information: